



U.S. Army Aviation & Missile Command



Acquisition Center

AMCOM EXPRESS

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Executive Director
17 July 2003



U.S. Army Aviation & Missile Command



What is AMCOM EXPRESS

**EXpedited
PRofessional
and
Engineering
Support
Services**

**Follow On to Omnibus
2000**



GSA

Command

U.S. Army Aviation & Missile



Acquisition Center

AGENDA

- ☒ **Market & Customer Research**
- ☒ **Our Analysis**
- ☒ **MG Dodgen Decision**
- ☒ **Examples**
- ☒ **Teaming Arrangements**
- ☒ **Selection Process**
- ☒ **E Commerce**
- ☒ **Your Qs & Our As**



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Market & Customer Research

- **One-on-One Meetings with Industry**
- **Visited with O2K Primes**
- **Analyzed Other Agencies Multiple Awards**
- **One-on-One with Customers**

We Asked You!



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What You Said about O2K

- **Cumbersome**
- **Internal Paperwork**
- **Long Lead Times**
- **Rigid Evaluation**
- **Adding Subs Difficult**
- **Customers moving to GSA to gain flexibility**
- **Limited marketing**
- **New Players locked out**
- **Labor Rate Changes**
- **Adding SME's Difficult**

Improvements Needed



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What We Considered

- **Improve Existing O2K
Concept**
- **Issue many small stand alone
contracts for each customer**
- **Team with GSA using
AMCOM BPA's**

3 Options



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Successful GSA Models

**Marine Corps Systems Command:
Quantico, Virginia
Commercial Enterprise
Omnibus Support Services (CEOss)**

**US Air Force: Joint Test & Evaluation
Eglin AFB, Florida**

**US Air Force: GSA Advisory & Assistance Svc
Wright Patterson AFB, Ohio**

Taking the Best & Improving It



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Acquisition Center DECISION AMCOM

EXPRESS GSA Partnership

- **BPAs using GSA Federal Supply Schedules**
- **Dynamic Teaming**
- **Electronic Commerce**
- **Options**
- **Customer Selections**
- **Open Seasons**
- **Evergreen**
- **Team members may get direct pay from DFAS**
- **Fixed price rate**
- **More labor categories**
- **No problem to add subcontractors**

We Listened



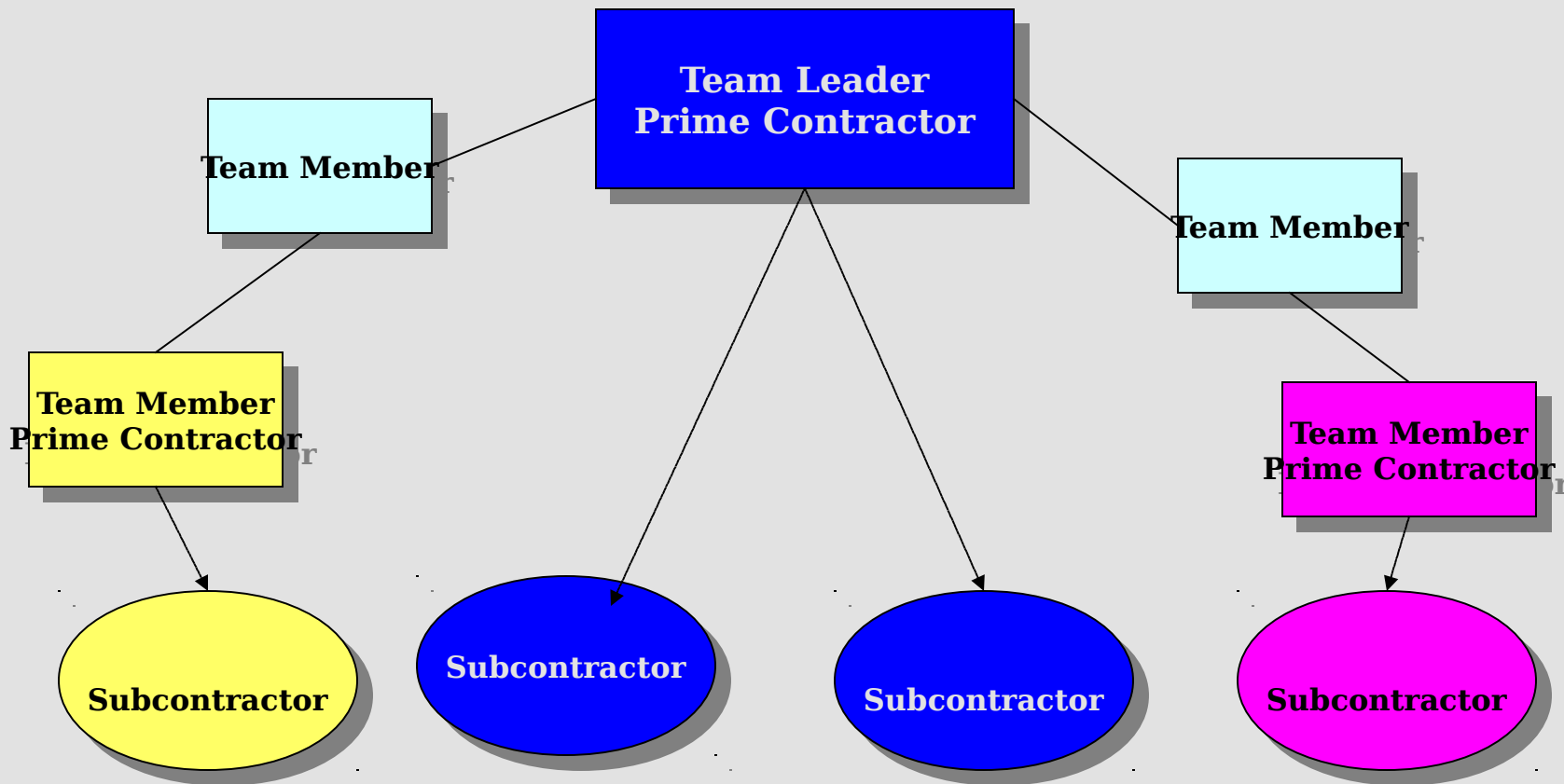
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Contractor Teaming Arrangement

Team Leaders and Team Members use their GSA Schedule Rates
Subcontractors may be mapped to Prime Contractor's GSA Schedule





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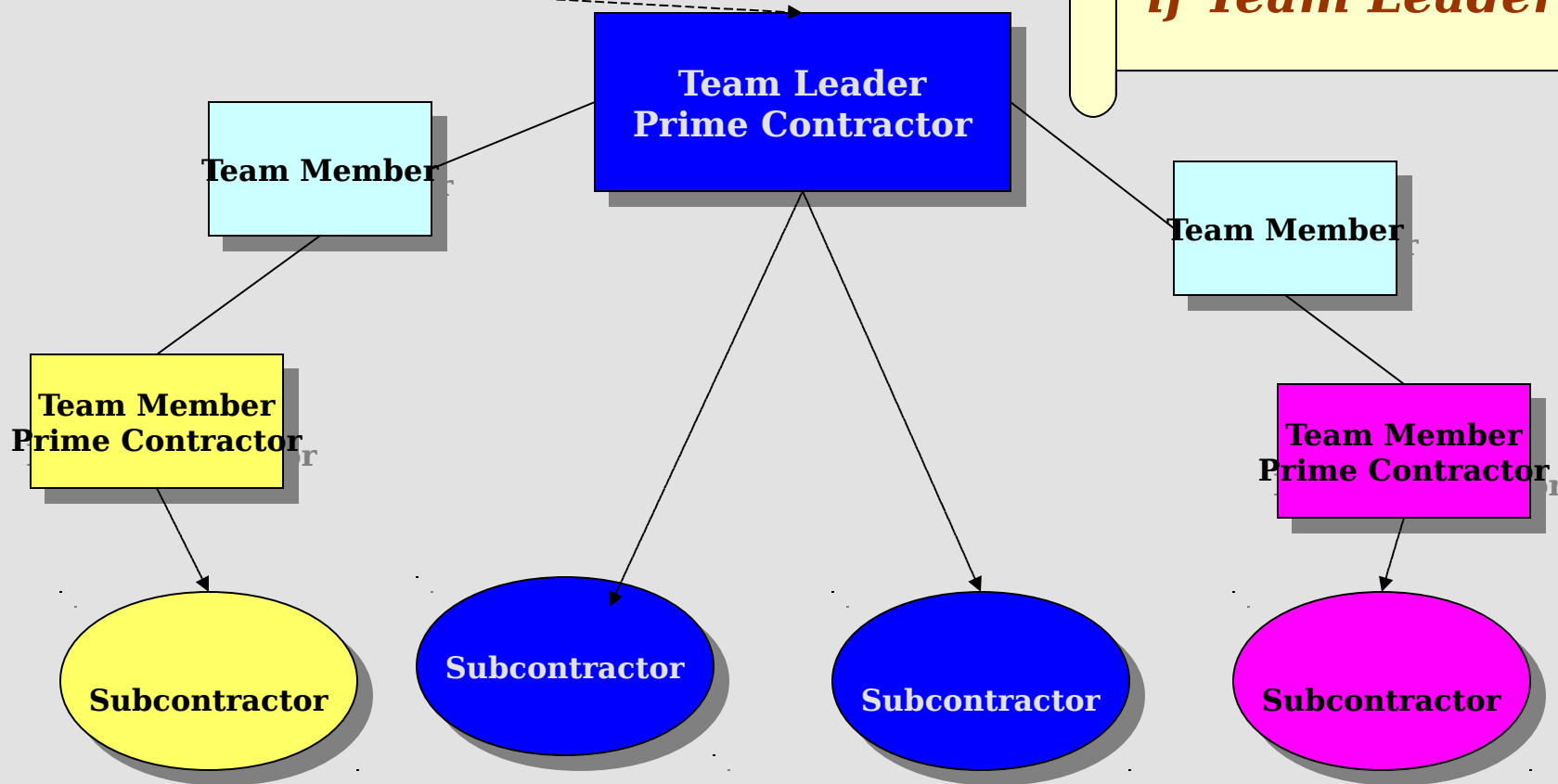
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Example GSA BPA Contractor Teaming Arrangement

**BPA Orders May Be
Issued to Team Leader**

**NOTE: AMCOM
Receives SB Credit
if Team Leader is S**





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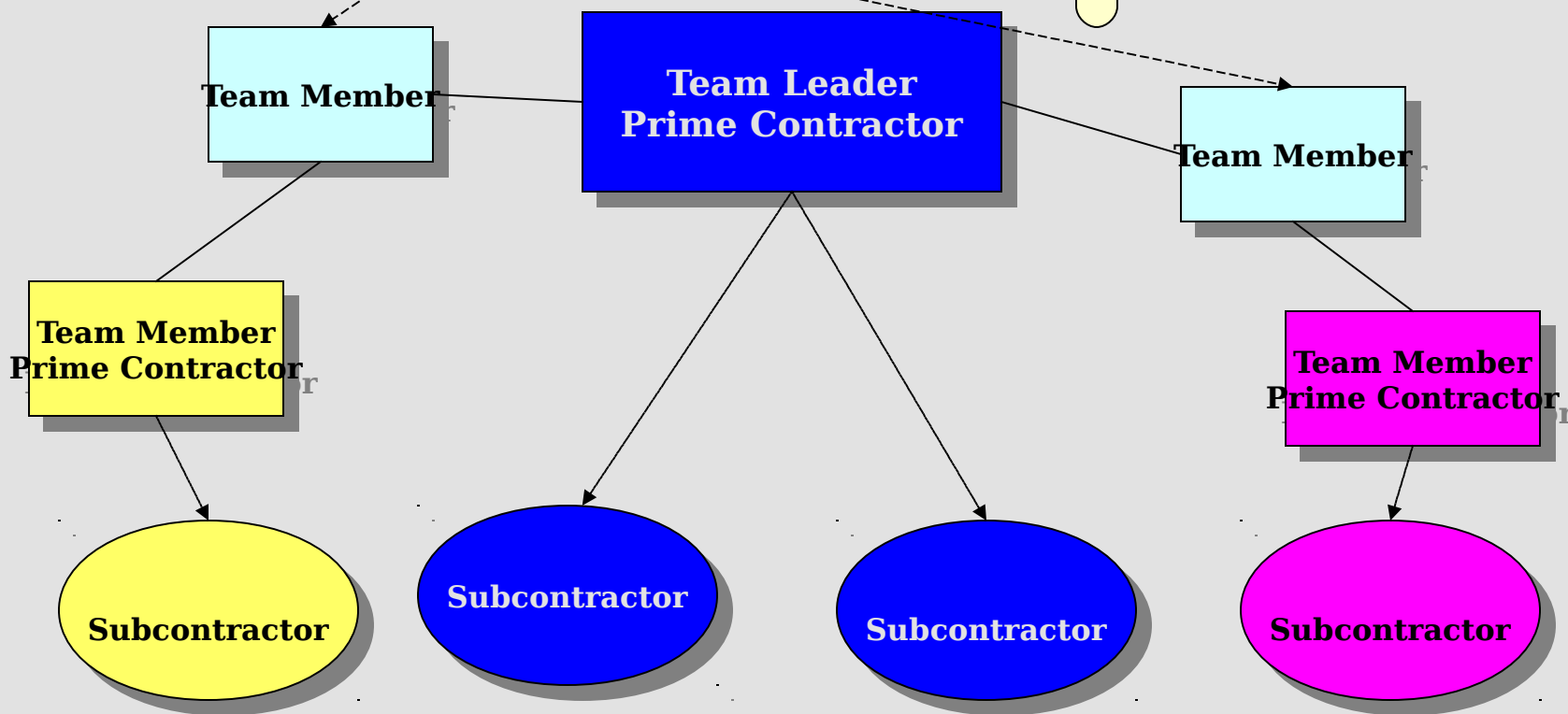


Example GSA BPA

Contractor Teaming Arrangement

BPA Orders may be issued to Team Members

NOTE: AMCOM Receives SB Credit if Team Member is





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BPA Orders Must Be Issued to Prime

Typical
Prime/Sub
Relationship

Prime Contractor

Subcontractor

Subcontractor

***Note: AMCOM
Receives SB Credit
based on Prime's s***



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Results of CEOss Competition

Specialty Engineering

- **5 Prime Awards**
- **Ave. Team Members:** 11
- **Primes:** AOT, Battelle, CSC, Sentel, Unitech

Business & Analytical

- **3 Prime Awards**
- **Ave. Team Members:** 8
- **Primes:** Booz-Allen, MCR, Vredenberg

Engineering & Scientific

- **8 Prime Awards**
- **Ave. Team Members:** 12
- **Primes:** AERA, Anteon, BAE, DCS, Gryphon, NGIT, OSEC, Sverdrup

Acquisition, Logistics & Admn.

- **6 Prime Awards**
- **Ave. Team Members:** 11
- **Primes:** CACI, EG&G, INS, Information Spectrum, MKI, Titan

Marine Corps Model



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Applicable GSA Schedules

- ✓ **Professional Engineering Services (PES)**
- ✓ **Logistics Worldwide (LOGWORLD)**
- ✓ **Management, Organizational and Business Improvement Services (MOBIS)**
- ✓ **Information Technology (IT)**
 - *No Schedule Required for Subcontractors*
- ✓ **Corporate Schedule**
 - *Primes Must Hold At Least One Applicable Schedule*
 - *Team Members May Hold Any Schedule*



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Acquisition Center INITIAL DOWNSELECT

PROCESS *Prime Submits:*

- GSA Schedule Contract
- Simplistic Capabilities Statement
- Domain Preference

Government Evaluates:

- ✓ *Performance Capability*
- ✓ *Pricing Structure*
- ✓ *Socio-Economic Benefit*



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PROCESS SUMMARY

Pre-Established
GSA Schedule
Contracts

EXPRESS Kickoff: Summer 2004

Public Strategy
Announcement

AMCOM APBI
July 2003

Issue RFI
To GSA
Schedule
Contractors
Nov 2003

Downselect

Issue RFQs
To Selected
Vendors
(Predetermined
Domains)
Feb 2004

Award
Multiple
BPAs

Expiration of O2K Ordering Period: Oct 04 - Feb 05

Begin Task Ordering

Summer 04

Expiration of O2K Performance Periods: Apr-Aug 05



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Automated System

- **Secure transaction system between contracting office, customer and the commercial vendor market**
- **Incorporates eBusiness functionality into a cohesive professional services contracting application for**
 - **Task ordering functions**
 - **Metrics extraction**
 - **Reporting**

Essential to Success



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Industry Questions

- ☐ **Time to get on Schedules**
 - **We will provide at least 3 months**
 - **Subs do not have to get on schedules**
 - **GSA Commitment for industry training**
 - **GSA promise to expedite processing**

- ☐ **Do all companies need schedules to participate**
 - **Only at Team Leader/Member Levels**
 - **Not required for subcontractors**



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Industry Questions

- ☐ **Cost to get on GSA Schedule**
 - No cost
 - Must take time to apply
 - GSA assistance and training
 - Workshop August 13 (see website)
- ☐ **Will this save Money**
 - Anticipate rate discounts
 - Prime burdens elimination
 - Fixed rates
 - Less administration for industry results in greater efficiency, savings, competitive rates
- ☐ **Will Payment of Vouchers be Impacted?**
 - Same as 02K: DFAS makes payment



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Industry Questions

- ☐ **Deployment to Hazardous Duty Locations**
 - Provisions for deployment in BPA
 - Methods for rate adjustments in BPAs
- ☐ **NAICS codes**
 - Will be from GSA Schedule
 - GSA will advise in workshops on proper classifications and eliminate some existing confusion
- ☐ **Remittance to GSA (Industrial Funding Fee)**
 - 0.75% beginning January 2004



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SUMMARY

- **Win-Win Partnership**

AMCOM-GSA

- **Streamlined Process**
- **Enhance Small Business**
- **Power of eCommerce**

BACK UP CHARTS



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RFQ PHASE

ANTICIPATED EVALUATION CONSIDERATIONS

- **TEAMING/BUSINESS ARRANGEMENT**
- **PERFORMANCE CAPABILITY**
- **SOCIO-ECONOMIC BENEFITS TO COMMAND**
- **PAST PERFORMANCE**
- **PRICING STRUCTURE**



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TASK ORDERING

- **COMPETITION BETWEEN DOMAIN BPA HOLDERS**
- **BEST VALUE CRITERIA**
- **TASK ORDERS MAY INCLUDE OPTIONS**
- **FIRM FIXED PRICE, TIME AND MATERIALS, AND LABOR HOUR TYPE ORDERS**
- **20 DAY TARGET TIMELINE FOR PROCESSING**



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Task Order Processing

Expedited Award Process

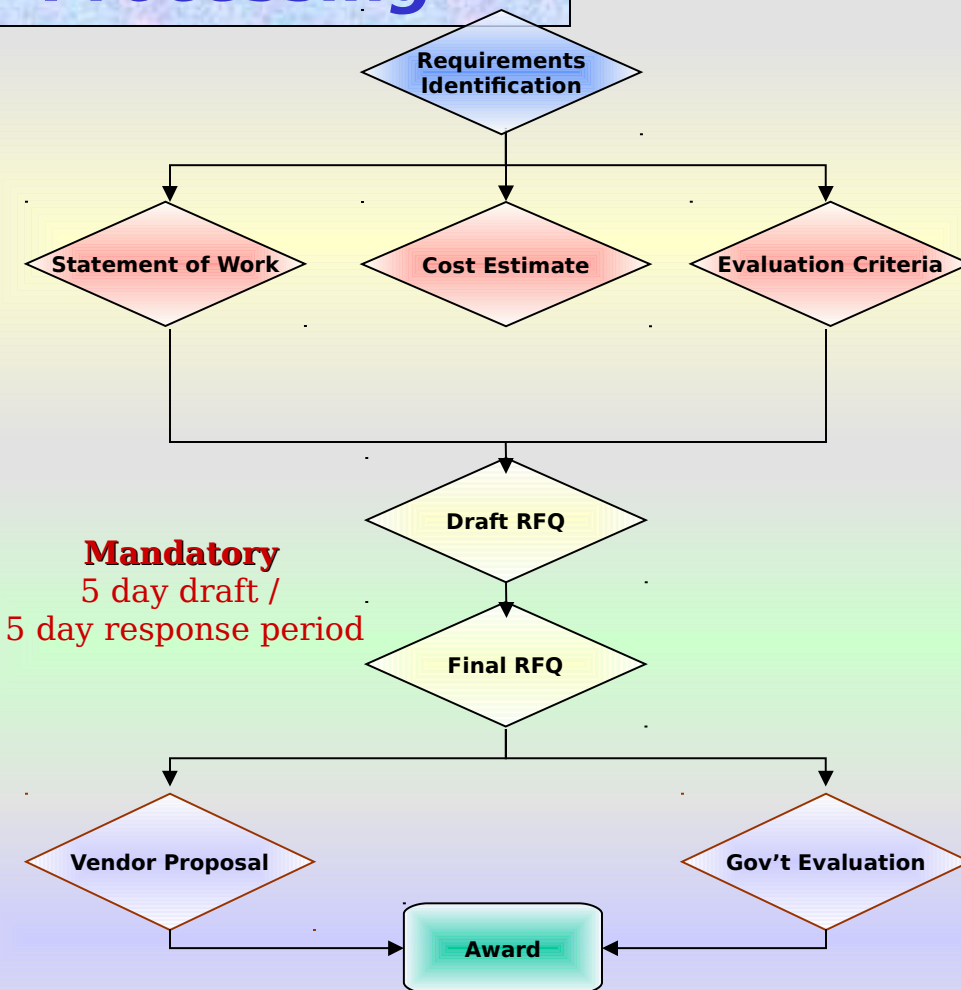
Target Timeline <20 Days

1 - 5 Days
Intake and Assessment

5 Days
5 Days

1 - 5 Days
Source Selection

Averaging
17 Days



Marine Corps Model

Aug - Feb:
Awarded 37 Task orders
\$45 Million

25



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NAICS CODES/Size Stds

- **Professional Engineering Services (PES)**
 - **541330/SIC8711 Engineering Services - \$4M, Except \$23M for Military & Aerospace Equipment & Military Weapons**
 - **541710/SIC8731 Commercial Physical and Biological Research**
 - 500 Employees, Except 1000 Employees for Aircraft Parts, Guided Missiles, etc.**
- **Logistics Worldwide (LOGWORLD)**
 - **541614 Process, Physical Distribution & Logistics Consulting - \$6M**
 - **561210 Facilities Support Services - \$23M**
- **Management, Organizational and Business Improvement Services (MOBIS)**
 - **541611 Administrative Mgt & General Mgt Consulting**